

Message Text

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PAGE 01 STATE 114476

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW PRIORITY

UNCLAS STATE 114476

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: PULP/PAPER EXHIBIT/SEMINAR

1. WELT BOOTH IN SUBJECT EVENT WILL BE OCCUPIED BY M/K SYSTEMS, 82 SANDERSON AVE., LYNN, MASS. 01902. THEY WILL DISPLAY TWO M/K SYSTEMS UNIVERSAL MICROWAVE MOISTURE METERS, ONE WITH A METER READOUT AND ONE WITH A DIGITAL READOUT. THEY WEIGH TOGETHER 50 POUNDS AND ARE A TOTAL OF 2 CUBIC FEET. THE VALUE OF THE METER READOUT DEVICE

IS U.S. DOLLARS 4750 AND THE DIGITAL READOUT U.S. DOLLARS 4150. THE CASE OF EACH IS 150X150X210 MM. THE PROBES ARE 150MM LONG, 50MM DIAMETER. EACH DEVICE IS GRAY COLOR. THEY REQUIRE 110 OR 220 VOLTS, 1 AMPS, 50/60 CYCLE SINGLE PHASE ELECTRICITY.

2. M/K SYSTEMS' AGENT AT THE EVENT WILL BE LEO WELT OF WELT INTERNATIONAL, CHICAGO, TELEX 25-5286. WELT AND HIS V.P. BRUCE R. THOMAS WILL ATTEND SHOW. NO ONE FROM M/K COMING. THOMAS WILL PRESENT PAPER.

3. COMPANY BACKGROUND - "M/K SYSTEMS, INC. WAS FOUNDED IN 1959 TO MANUFACTURE LABORATORY EQUIPMENT AND PROCESS CONTROL EQUIPMENT FOR THE PULP AND PAPER INDUSTRY. OUR UNCLASSIFIED

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PAGE 02 STATE 114476

PRESENT SALES ARE AROUND U.S. DOLLARS 400,000 ANNUALLY."

4. END-USERS "THE LABORATORY DIGESTER AND SHEET FORMER ARE OF INTEREST TO CENTRAL RESEARCH LABORATORIES OF THE PULP AND PAPER INDUSTRY, TO THE LABORATORIES OF CHEMICAL SUPPLIERS TO THE INDUSTRY, AND TO THE LABORATORIES OF THE MILLS THEMSELVES. THE MICROWAVE MOISTURE METER IS OF INTEREST TO THE TECHNICAL DEPARTMENT OF PAPER MILLS.

5. M/K SYSTEM'S OBJECTIVES "IMMEDIATE SALES AND LONG TERM SALES." THEY ARE NOT LOOKING FOR AN AGENT.

6. PAPER TITLES AND FULL DESCRIPTIONS IN SEPTEL ASAP. KISSINGER

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